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POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL		AUGUST 1991	AUGUST 1990	JUL-AUG 1991/92	JUL-AUG 1990/91
AL	Alabama	5,762	4,017	8,544	5,424
AK	Alaska	0	867	61	928
AZ	Arizona	331	194	759	489
AR	Arkansas	3,834	5,439	4,081	6,150
CA	California	3,403	5,425	7,731	9,982
CO	Colorado	535	398	898	751
CT	Connecticut	5	70	5	110
DE	Delaware	0	3,899	2,764	4,350
FL	Florida	12,890	6,974	20,962	16,911
GA	Georgia	17,874	9,962	22,524	13,043
HI	Hawaii	161	297	166	464
ID	Idaho	1,275	1,968	1,878	2,793
IL	Illinois	132,568	130,920	173,711	161,939
IN	Indiana	55,191	60,791	74,097	66,198
IA	Iowa	115,748	110,593	136,807	133,568
KS	Kansas	5,318	5,318	7,352	6,979
KY	Kentucky	9,087	17,734	15,910	21,369
LA	Louisiana	10,183	720	26,218	14,605
ME	Maine	19	36	19	168
MD	Maryland	1,665	742	1,819	4,137
MA	Massachusetts	218	324	373	413
MI	Michigan	16,453	17,541	19,427	23,006
MN	Minnesota	45,480	53,315	54,770	73,577
MS	Mississippi	1,071	1,366	2,050	1,766
MO	Missouri	40,882	39,400	46,006	46,204
MT	Montana	1,297	1,315	1,776	2,140
NE	Nebraska	1,549	1,804	1,928	2,390
NV	Nevada	338	0	338	0
NH	New Hampshire	14	16	166	76
NJ	New Jersey	164	530	602	637
NM	New Mexico	1,143	165	1,562	478
NY	New York	1,265	4,575	2,501	6,848
NC	North Carolina	2,141	2,017	5,633	5,238
ND	North Dakota	1,717	2,595	1,956	3,168
OH	Ohio	75,827	42,393	80,961	63,296
OK	Oklahoma	2,255	2,470	3,039	3,672
OR	Oregon	2,013	2,483	2,844	4,125
PA	Pennsylvania	3,618	4,680	4,880	7,457
RI	Rhode Island	0	59	0	200
SC	South Carolina	1,513	7,629	2,232	8,119
SD	South Dakota	1,194	1,336	1,270	1,562
TN	Tennessee	6,222	10,400	7,828	12,582
TX	Texas	9,573	13,210	14,104	19,339
UT	Utah	152	113	617	195
VT	Vermont	271	642	1,016	1,397
VA	Virginia	8,367	8,685	10,217	9,066
WA	Washington	1,865	2,312	3,739	5,250
WV	West Virginia	120	230	120	230
WI	Wisconsin	20,763	22,254	29,091	36,802
WY	Wyoming	77	224	185	386
	TOTAL U.S.:	623,411	610,447	807,537	809,977
CANADA					
AB	Alberta	591	929	918	1,171
BC	Brit. Columbia	128	738	267	925
MB	Manitoba	685	591	776	758
NB	New Brunswick	223	469	351	647
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	162	302	266	322
ON	Ontario	13,128	3,229	17,549	31,820
PE	Pr.Edward Isle	0	41	100	108
PQ	Quebec	1,277	1,806	3,049	7,634
SK	Saskatchewan	(55)	276	3,481	417
	TOTAL CAN:	16,139	8,381	26,757	43,802
EXPORT SALES:		284,936	404,050	551,274	740,097
TOTAL AG SALES		924,486	1,022,878	1,385,568	1,593,876
Non-Ag	U.S.	46,181	42,705	86,576	81,947
	Canada	1,372	1,454	2,097	2,599
	Exports	46,713	27,562	51,331	31,264
TOTAL NON-AG SALES		94,266	71,721	140,004	115,810
GRAND TOTAL		**1,018,752**	**1,094,599**	**1,525,572**	**1,709,686**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K_2O)

AUGUST 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	13	1,292	4,117	14	326	5,762
AK Alaska	0	0	0	0	0	0
AZ Arizona	125	94	0	0	112	331
AR Arkansas	58	0	3,507	247	22	3,834
CA California	1,138	837	451	0	977	3,403
CO Colorado	78	0	405	16	36	535
CT Connecticut	0	0	0	0	5	5
DE Delaware	0	0	0	0	0	0
FL Florida	2,305	4,964	118	2,479	3,024	12,890
GA Georgia	1,627	954	13,754	371	1,168	17,874
HI Hawaii	0	99	0	0	62	161
ID Idaho	97	334	695	131	18	1,275
IL Illinois	1,470	103,012	14,532	13,522	32	132,568
IN Indiana	436	31,837	18,950	3,941	27	55,191
IA Iowa	189	75,592	23,957	15,995	15	115,748
KS Kansas	228	693	3,495	763	139	5,318
KY Kentucky	(4)	4,380	4,710	0	1	9,087
LA Louisiana	6,355	0	3,828	0	0	10,183
ME Maine	0	0	19	0	0	19
MD Maryland	0	359	430	871	5	1,665
MA Massachusetts	0	267	(143)	62	32	218
MI Michigan	0	14,546	1,787	0	120	16,453
MN Minnesota	373	19,288	24,083	1,522	214	45,480
MS Mississippi	0	15	1,056	0	0	1,071
MO Missouri	1,310	6,992	28,103	4,362	115	40,882
MT Montana	0	241	525	531	0	1,297
NE Nebraska	64	283	815	351	36	1,549
NV Nevada	0	0	91	247	0	338
NH New Hampshire	0	0	14	0	0	14
NJ New Jersey	0	0	0	94	70	164
NM New Mexico	0	0	1,081	14	48	1,143
NY New York	0	196	1,068	0	1	1,265
NC North Carolina	670	577	120	624	150	2,141
ND North Dakota	0	450	1,135	132	0	1,717
OH Ohio	650	64,945	5,925	3,370	937	75,827
OK Oklahoma	909	195	1,020	32	99	2,255
OR Oregon	8	954	698	290	63	2,013
PA Pennsylvania	361	840	1,892	227	298	3,618
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	732	427	121	0	233	1,513
SD South Dakota	0	936	242	16	0	1,194
TN Tennessee	0	4,063	2,148	0	11	6,222
TX Texas	1,136	1,239	5,978	575	645	9,573
UT Utah	0	29	121	0	2	152
VT Vermont	0	0	266	0	5	271
VA Virginia	243	63	7,689	366	6	8,367
WA Washington	29	352	985	445	54	1,865
WV West Virginia	0	120	0	0	0	120
WI Wisconsin	24	17,966	1,767	694	95	20,763
WY Wyoming	0	0	51	21	5	77
TOTAL U.S.:	20,841	359,431	181,606	52,325	9,208	623,411
CANADA						
AB Alberta	0	0	523	53	15	591
BC Brit. Columbia	0	0	128	0	0	128
MB Manitoba	0	231	454	0	0	685
NB New Brunswick	0	54	169	0	0	223
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	141	21	0	0	162
ON Ontario	15	8,070	4,843	0	200	13,128
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	8	1,168	0	101	1,277
SK Saskatchewan	0	0	(55)	0	0	(55)
TOTAL CAN:	15	8,504	7,251	53	316	16,139
*EXPORT SALES:	161,215	30,238	78,689	0	14,794	284,936
TOTAL AG SALES	182,071	398,173	267,546	52,378	24,318	924,486
NON-AG U.S.	38,866	-	-	6,883	432	46,181
Canada	1,186	-	-	186	0	1,372
*Exports	1,034	-	-	45,660	19	46,713
TOTAL NON-AG SALES	41,086	-	-	52,729	451	94,266
GRAND TOTAL	**223,157**	**398,173**	**267,546**	**105,107**	**24,769**	**1,018,752**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K_2O)

AUGUST 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	1,562	0	661	0	242	2,465
Australia	0	0	23,274	0	83	23,357
Belgium	0	0	11,035	0	0	11,035
Brazil	11,924	17,473	25,840	0	485	55,722
China	83,780	0	0	0	0	83,780
Colombia	3,888	0	10,913	0	0	14,801
Costa Rica	0	0	555	0	2,396	2,951
Italy	0	0	0	0	5,286	5,286
Jamaica	0	2,201	0	0	0	2,201
Japan	11,058	4,765	2,013	0	4,543	22,379
Malaysia	10,679	0	0	0	0	10,679
Mexico	2,279	0	0	0	1,676	3,955
New Zealand	2,692	5,799	0	0	0	8,491
Norway	10,662	0	0	0	0	10,662
Panama	0	0	761	0	64	825
Puerto Rico	0	0	0	0	11	11
South Africa	0	0	3,637	0	0	3,637
Sri Lanka	3,434	0	0	0	0	3,434
Switzerland	10,778	0	0	0	0	10,778
Taiwan	8,479	0	0	0	8	8,487
TOTAL AG:	161,215	30,238	78,689	0	14,794	284,936
NON-AGRICULTURAL						
Australia	0	-	-	0	19	19
Italy	0	-	-	11,667	0	11,667
Japan	88	-	-	25,962	0	26,050
Korea	250	-	-	0	0	250
Malaysia	12	-	-	0	0	12
Mexico	434	-	-	0	0	434
Taiwan	238	-	-	4,508	0	4,746
United Kingdom	12	-	-	0	0	12
OTHER COUNTRIES	0	-	-	3,523	0	3,523
TOTAL NON-AG:	1,034	-	-	45,660	19	46,713
TOTAL EXPORTS	**162,249**	**30,238**	**78,689**	**45,660**	**14,813**	**331,649**

OTHER COUNTRIES: 3,523 tons soluble non-ag to China.

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

AUGUST 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	0	1,292	1,376	0	2,668
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	848	247	1,095
CA California	0	0	0	0	0
CO Colorado	0	0	0	16	16
CT Connecticut	0	0	0	0	0
DE Delaware	0	0	0	0	0
FL Florida	2,043	4,964	118	2,479	9,604
GA Georgia	1,627	954	11,036	371	13,988
HI Hawaii	0	0	0	0	0
ID Idaho	0	16	484	131	631
IL Illinois	0	101,347	5,790	13,522	120,659
IN Indiana	303	31,046	16,367	3,941	51,657
IA Iowa	152	75,325	17,388	15,979	108,844
KS Kansas	0	0	0	0	0
KY Kentucky	(4)	4,380	4,710	0	9,086
LA Louisiana	4,527	0	2,702	0	7,229
ME Maine	0	0	19	0	19
MD Maryland	0	359	430	871	1,660
MA Massachusetts	0	267	(143)	62	186
MI Michigan	0	14,546	488	0	15,034
MN Minnesota	365	19,288	24,083	1,522	45,258
MS Mississippi	0	15	13	0	28
MO Missouri	0	4,324	7,932	3,870	16,126
MT Montana	0	241	525	531	1,297
NE Nebraska	0	283	47	205	535
NV Nevada	0	0	91	247	338
NH New Hampshire	0	0	14	0	14
NJ New Jersey	0	0	0	94	94
NM New Mexico	0	0	787	0	787
NY New York	0	196	1,068	0	1,264
NC North Carolina	670	577	120	624	1,991
ND North Dakota	0	450	1,135	132	1,717
OH Ohio	650	64,945	5,925	3,370	74,890
OK Oklahoma	0	13	131	0	144
OR Oregon	0	857	668	290	1,815
PA Pennsylvania	361	840	1,892	227	3,320
RI Rhode Island	0	0	0	0	0
SC South Carolina	732	427	121	0	1,280
SD South Dakota	0	936	242	16	1,194
TN Tennessee	0	4,063	2,148	0	6,211
TX Texas	0	0	0	0	0
UT Utah	0	0	104	0	104
VT Vermont	0	0	266	0	266
VA Virginia	243	63	7,689	366	8,361
WA Washington	29	352	985	445	1,811
WV West Virginia	0	120	0	0	120
WI Wisconsin	241	17,966	1,767	694	20,668
WY Wyoming	0	0	0	21	21
TOTAL U.S.:	11,939	350,452	119,366	50,273	532,030
CANADA					
AB Alberta	0	0	523	53	576
BC Brit. Columbia	0	0	128	0	128
MB Manitoba	0	231	454	0	685
NB New Brunswick	0	54	169	0	223
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	141	21	0	162
ON Ontario	15	8,070	4,843	0	12,928
PE Pr.Edward Isle	0	0	0	0	0
PQ Quebec	0	8	1,168	0	1,176
SK Saskatchewan	0	0	(55)	0	(55)
TOTAL CAN:	15	8,504	7,251	53	15,823
*EXPORT SALES:	153,028	30,238	58,392	0	241,658
TOTAL AG SALES	164,982	389,194	185,009	50,326	789,511
NON-AG U.S.	27,969	-	-	6,838	34,807
Canada	1,186	-	-	136	1,372
*Exports	600	-	-	45,660	46,260
TOTAL NON-AG SALES	29,755	-	-	52,684	82,439
GRAND TOTAL	**194,737**	**389,194**	**185,009**	**103,010**	**871,950**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

AUGUST 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	0	23,274	0	23,274
Belgium	0	0	11,035	0	11,035
Brazil	9,259	17,473	11,157	0	37,889
China	83,780	0	0	0	83,780
Colombia	3,888	0	10,913	0	14,801
Jamaica	0	2,201	0	0	2,201
Japan	9,377	4,765	2,013	0	16,155
Malaysia	10,679	0	0	0	10,679
New Zealand	2,692	5,799	0	0	8,491
Norway	10,662	0	0	0	10,662
Sri Lanka	3,434	0	0	0	3,434
Switzerland	10,778	0	0	0	10,778
Taiwan	8,479	0	0	0	8,479
TOTAL AG:	153,028	30,238	58,392	0	241,658
NON-AGRICULTURAL					
Italy	0	-	-	11,667	11,667
Japan	88	-	-	25,962	26,050
Korea	250	-	-	0	250
Malaysia	12	-	-	0	12
Taiwan	238	-	-	4,508	4,746
United Kingdom	12	-	-	0	12
OTHER COUNTRIES	0	-	-	3,523	3,523
TOTAL NON-AG:	600	-	-	45,660	46,260
TOTAL EXPORTS	**153,628**	**30,238**	**58,392**	**45,660**	**287,918**

OTHER COUNTRIES: 3,523 tons soluble non-ag to China.

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K_2O)

AUGUST 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	13	0	2,741	14	326	3,094
AK Alaska	0	0	0	0	0	0
AZ Arizona	125	94	0	0	112	331
AR Arkansas	58	0	2,659	0	22	2,739
CA California	1,138	837	451	0	977	3,403
CO Colorado	78	0	405	0	36	519
CT Connecticut	0	0	0	0	5	5
DE Delaware	0	0	0	0	0	0
FL Florida	262	0	0	0	3,024	3,286
GA Georgia	0	0	2,718	0	1,168	3,886
HI Hawaii	0	99	0	0	62	161
ID Idaho	97	318	211	0	18	644
IL Illinois	1,470	1,665	8,742	0	32	11,909
IN Indiana	133	791	2,583	0	27	3,534
IA Iowa	37	267	6,569	16	15	6,904
KS Kansas	228	693	3,495	763	139	5,318
KY Kentucky	0	0	0	0	1	1
LA Louisiana	1,828	0	1,126	0	0	2,954
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	5	5
MA Massachusetts	0	0	0	0	32	32
MI Michigan	0	0	1,299	0	120	1,419
MN Minnesota	8	0	0	0	214	222
MS Mississippi	0	0	1,043	0	0	1,043
MO Missouri	1,310	2,668	20,171	492	115	24,756
MT Montana	0	0	0	0	0	0
NE Nebraska	64	0	768	146	36	1,014
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	70	70
NM New Mexico	0	0	294	14	48	356
NY New York	0	0	0	0	1	1
NC North Carolina	0	0	0	0	150	150
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	0	937	937
OK Oklahoma	909	182	889	32	99	2,111
OR Oregon	8	97	30	0	63	198
PA Pennsylvania	0	0	0	0	298	298
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	233	233
SD South Dakota	0	0	0	0	0	0
TN Tennessee	0	0	0	0	11	11
TX Texas	1,136	1,239	5,978	575	645	9,573
UT Utah	0	29	17	0	2	48
VT Vermont	0	0	0	0	5	5
VA Virginia	0	0	0	0	6	6
WA Washington	0	0	0	0	54	54
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	95	95
WY Wyoming	0	0	51	0	5	56
TOTAL U.S.:	8,902	8,979	62,240	2,052	9,208	91,381
CANADA						
AB Alberta	0	0	0	0	15	15
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	200	200
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	101	101
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	316	316
*EXPORT SALES:	8,187	0	20,297	0	14,794	43,278
TOTAL AG SALES	17,089	8,979	82,537	2,052	24,318	134,975
NON-AG U.S.	10,897	-	-	45	432	11,374
Canada	0	-	-	0	0	0
*Exports	434	-	-	0	19	453
TOTAL NON-AG SALES	11,331	-	-	45	451	11,827
GRAND TOTAL	**28,420**	**8,979**	**82,537**	**2,097**	**24,769**	**146,802**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K_2O)

AUGUST 1991

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	1,562	0	661	0	242	2,465
Australia	0	0	0	0	83	83
Brazil	2,665	0	14,683	0	485	17,833
Costa Rica	0	0	555	0	2,396	2,951
Italy	0	0	0	0	5,286	5,286
Japan	1,681	0	0	0	4,543	6,224
Mexico	2,279	0	0	0	1,676	3,955
Panama	0	0	761	0	64	825
Puerto Rico	0	0	0	0	11	11
South Africa	0	0	3,637	0	0	3,637
Taiwan	0	0	0	0	8	8
TOTAL AG:	8,187	0	20,297	0	14,794	43,278
NON-AGRICULTURAL						
Australia	0	-	-	0	19	19
Mexico	434	-	-	0	0	434
TOTAL NON-AG:	434	-	-	0	19	453
TOTAL EXPORTS	**8,621**	**0**	**20,297**	**0**	**14,813**	**43,731**